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The SBA New York District encompasses the area of New York City, Long Island and the downstate counties of Dutchess, Orange, Putnam, Rockland, Sullivan, Ulster and Westchester.

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John J. Miller, Editor

*All of the SBA's programs and services  
are provided to the public on a  
nondiscriminatory basis.*

# Small Businesses Can Benefit from New Tax and Expensing Provisions

On March 10, Joe Guido, owner of Foro Marble Company in Brooklyn, hosted a forum to discuss how the recent changes in the tax laws, signed into law last year, have helped his business. He hosted the forum to help spread the word to his fellow entrepreneurs.

Starting in a Brooklyn neighbor's backyard 38 years ago and eventually expanding in 1982 to a showplace in the prestigious New York Design Center, Foro designs and fabricates custom tabletops, mantles, counters, floors and furniture from imported marble, granite limestone, slate and travertine. Known for its old-world craftsmanship, Foro's impressive client list includes the likes of Time-Warner, NBC, Citicorp, Alcoa and a huge number of private residences. Products are manufactured using state-of-the-art, water-jet technology and computerized milling machines.

Guido makes it a point of staying abreast of business trends, economic conditions and incentives. When he learned of the 2003 Tax Relief Package, which increased equipment expensing four-fold, from \$25,000 to \$100,000, he was quick to take advantage. He purchased a new \$50,000 milling machine that he could not have otherwise afforded. The new machine not only helped Guido bid on and land a contract with Brooklyn's Pfizer Company, but also hire an employee.



Joe Guido, Owner, Foro Marble, demonstrates his new machine to (L to R) Regional Advocate Alan Steinberg, Regional Administrator Michael Pappas, District Director Jose Sifontes (hidden) and Deputy District Director Herb Austin.

"By reducing the tax burden and increasing the expensing deduction small businesses can take, I was able to purchase new equipment and hire and employee," said Guido. These new tax provisions allow small businesses to expand their operations and hire new employees, and will help to continue our economic recovery," he added.

The new tax laws have reduced taxes on small businesses by an average of \$3000. "Foro Marble's story demonstrates how important it is that our tax laws encourage small businesses to grow," said Michael Pappas, New York regional administrator for the SBA. "We are thankful that Mr. Guido has given his time and effort so that other entrepreneurs may learn of the advantages available to them."

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# Small Business: America's Job Creators

By Michael Pappas

SBA Regional Administrator, New York Region

The spirit of American entrepreneurship is alive and well. Our nation's small business owners are risk-takers whose vision, ingenuity and perseverance have made our nation strong and revitalized the national economy. The U.S. Small Business Administration recognizes that the small business community sustains and improves the quality of life for all citizens through economic growth and job creation.

As President George W. Bush has often said, "the role of government is to create an environment in which the entrepreneurial spirit flourishes." The President's recently enacted Jobs & Growth Tax Relief Act helps create such an environment. The contributions entrepreneurs make to our country are considerable and in recognition of the key role they play in our economic vitality, the President's plan delivers specific relief to small businesses and the opportunity for them to grow. This new law encourages small business owners to purchase the technology, machinery, and other equipment they need to expand, by providing an increase in the expensing for new investment from \$25,000 to \$100,000. As a result, new jobs will be created and people will work in jobs running equipment and manufacturing equipment.

With 25 million small businesses across the country accounting for two out of every three new jobs created, the benefits they generate for the economy are great. Let's consider the facts: Small businesses hire a larger proportion of workers who are younger, older, women, workers formerly on public assistance, and those who prefer to work part-time. Small businesses represent 90 percent of all employers in the United States and 53 percent of the private sector workforce. They receive 35 percent of all federal contract dollars, provide 55 percent of innovations, and account for 51 percent of private sector output.

The SBA is committed to fostering business formation and job creation in the small business sector. Administrator Hector Barreto has set ambitious goals for SBA offices nationwide to sharply increase lending, technical assistance and government contracting opportunities, particularly to America's traditionally underserved markets including women, minorities and veterans. The SBA is uniquely positioned to meet these challenges through a variety of lending, counseling, business development and procurement assistance programs.

Over the past 50 years, the SBA has helped more than 20 million entrepreneurs start, grow and expand their businesses, guaranteeing more than \$170 billion in direct and guaranteed loans. As small businesses continue to drive America's economic expansion and job creation, the SBA will continue to serve as their partner in government.



### ***A Message from the District Director***

I want to take this opportunity to talk about the role women have assumed in the most vibrant sector of the United States economy--- small business. Small businesses, the backbone of our economy, comprise 99% of all businesses, employ 51% of the private workforce and create two-thirds of all new jobs. And women-owned businesses are the fastest growing segment of small business. Therefore, women-owned businesses are becoming the economic powerhouse of the 21<sup>st</sup> century. Let me give you some more statistics about the impact and potential of woman-owned businesses.

Right now women own close to 40% of all businesses in the United States. They generate \$3 trillion in revenue. One in five, or 24 million people, work in a woman-owned company. Women are starting businesses at twice the rate of men and women of  
(Cont'd)

color are starting businesses at four times the rate of men.

Those statistics make it very clear that women-owned businesses will continue to be a major force in the economy. And this office is ready to help local women start their businesses and help women entrepreneurs grow their businesses with our wide array programs and services.

*Jose R. Sifontes*

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### **SBA's 50<sup>th</sup> Anniversary**

In a ceremony to mark the end of the SBA's year-long celebration of its 50<sup>th</sup> anniversary, SBA Administrator Hector V. Barreto will ring the closing bell at the New York Stock Exchange on April 16. Barreto will discuss the Agency's record-breaking year among other issues on CNNfn the following Monday, April 19.

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### **Engineering and Land Surveying Firm Lands New York Army Corps' Largest 8(a) Contract**

**Mineola, NY-** The experience of Hirani Engineering and Land Surveying, proves that small businesses can in fact win a piece of the federal government's huge contracting pie. By way of the federal U.S. Small Business Administration's 8(a) Program, Mineola-based Harani is now in

the enviable position of completing a \$16 million dollar contract awarded last year by the Army Corps' New York District.

Learning of the 8(a) Program, Hirani applied for and was accepted into the program in 2001

The \$16 million Army Corps contract is for building high-energy propellant facilities at New Jersey's Picatinny Arsenal, and is the largest 8(a) contract ever awarded by the New York Army Corps. That contract was followed by other successful bids and contracts through the 8(a) Program.

"Small disadvantaged and 8(a) businesses must learn to compete. It is hard work but it pays," said Hirani. He added, "I believe that the harder I work, the luckier I will be."

Hirani also has advice for other small businesses. "Identify the right opportunities for your business and pursue them with diligence. We won all of our five federal contracts in the past, one year through competition," he said. Hirani also attributes his success in the federal contracting arena to the SBA's New York District Office staff. According to Hirani, "Their technical and marketing support is invaluable, timely and always in line with our business plan."

### Upcoming Events

#### *Small Business Government Incentives Seminar*

April 23, 2004  
LaGuardia Community  
College  
718-482-5303

At this event you will learn  
about the various incentives  
available from federal, state  
and city governments to help  
small businesses.

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#### *Regulatory Fairness Board Hearing/Roundtable for Small Business*

April 28, 2004  
Yonkers, NY  
914-377-6149

This is your chance to tell  
government what's right and  
what's wrong about the  
enforcement activities of the  
federal agencies that regulate  
your small business.

This event is free.

*Make your voice heard!*

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For a complete listing of  
events visit [www.sba.gov](http://www.sba.gov)

### New York District Top Ten Lenders: 10/0103-3/31/04

Lender	# Loans	Amt.
HSBC	376	\$23,727,900
JPMorgan Chase	250	\$15,458,200
Fleet National	186	\$8,881,800
Capital One Federal Savings	119	\$5,045,000
Citibank, N.A.	83	\$2,968,100
Broadway National	38	\$10,785,000
Commerce Bank Nat'l	38	\$9,360,800
CIT Small Business Lending Corp.	29	\$15,373,800
Long Island Dev. Corp.	29	\$15,042,000
Empire State Certified Development Corp.	28	\$18,261,000



			
<p><b>CELEBRATING NATIONAL SMALL BUSINESS WEEK</b></p>			
<p>Orange County Convention Center <b>Orlando, Florida</b> Wednesday, May 19 through Friday, May 21, 2004</p> <p><a href="http://www.sba.gov/50">www.sba.gov/50</a></p>		<p><b>Register Now!</b></p>	
<p><b>Register Now!!!</b></p> <p><b>Early Bird discounts available by registering before April 17.</b></p> <p>Join us at the U.S. Small Business Administration's SBA Expo '04 in Orlando May 19-21 for an incredible three days of networking and learning cutting-edge business practices. Great procurement opportunities will be available by connecting with government and corporate buyers.</p> <p><b>Conference Highlights</b></p> <p><b>BUSINESS MATCHMAKING</b> This is a unique and valuable way for small businesses to meet one-on-one with public and private organizations for procurement opportunities.</p> <p><b>EXPO FLOOR</b> More than 300 exhibitors from both the public and private sector will be participating at the event to provide information as well as conduct business with small businesses.</p> <p><b>BUSINESS SESSIONS</b> A superb lineup of educational seminars featuring expert panelists discussing the latest developments and best practices in the world of business and entrepreneurship.</p> <p><b>For schedule and event information visit our website at</b> <a href="http://www.sba.gov/50/expo2004.html">www.sba.gov/50/expo2004.html</a></p> <p><b>Plus,</b></p> <p><b>Join us at special events at Disney!</b></p>		<p><b>SBA Expo '04</b> brought to you by</p> <p> U.S. Small Business Administration</p> <p>and</p> <p> Counselors to America's Small Business</p> <p>Look for a lineup of exciting speakers coming soon!</p>	

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